

FIG. 1

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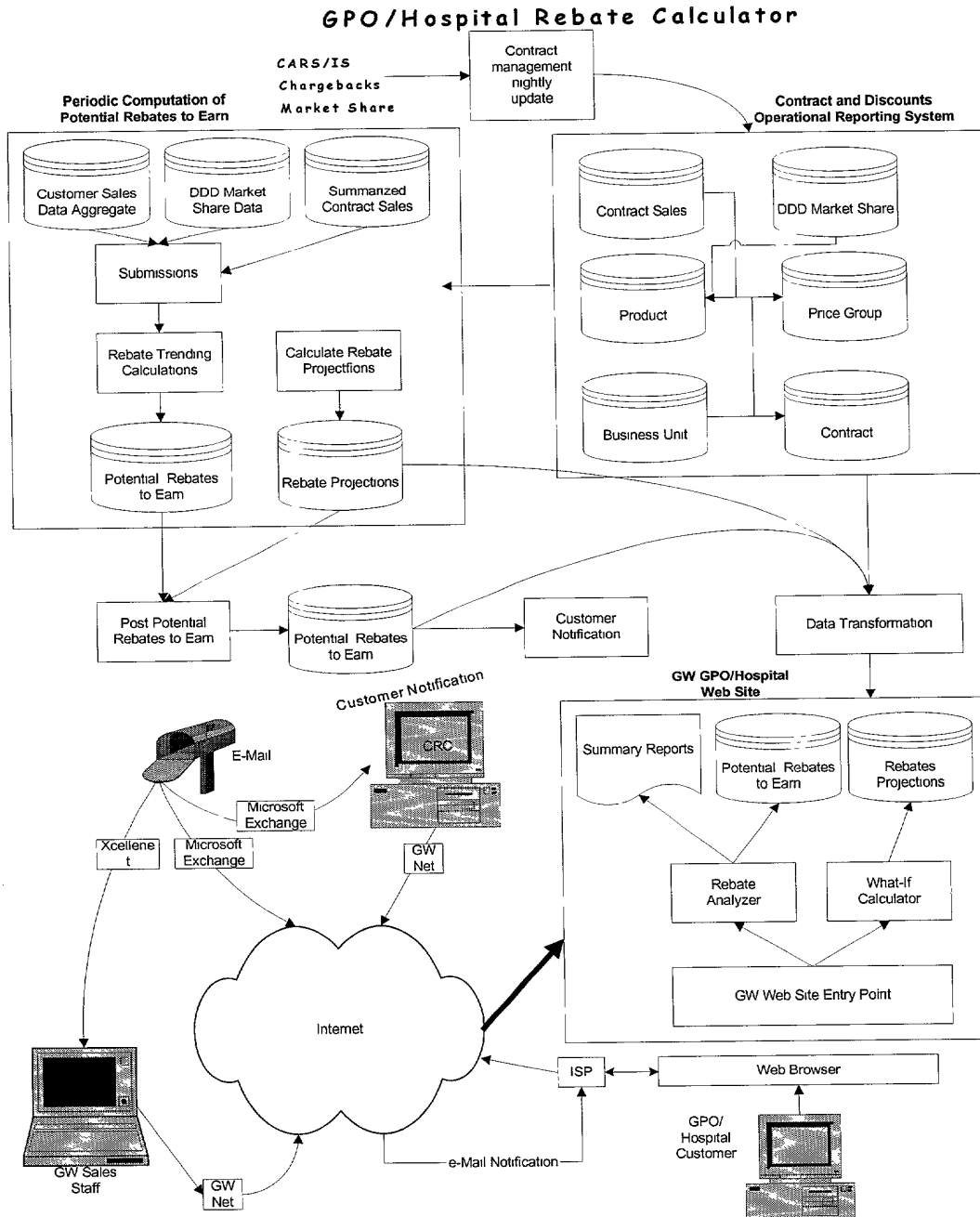


Fig. 2

GPO Rebate Calculator – Functional Flow

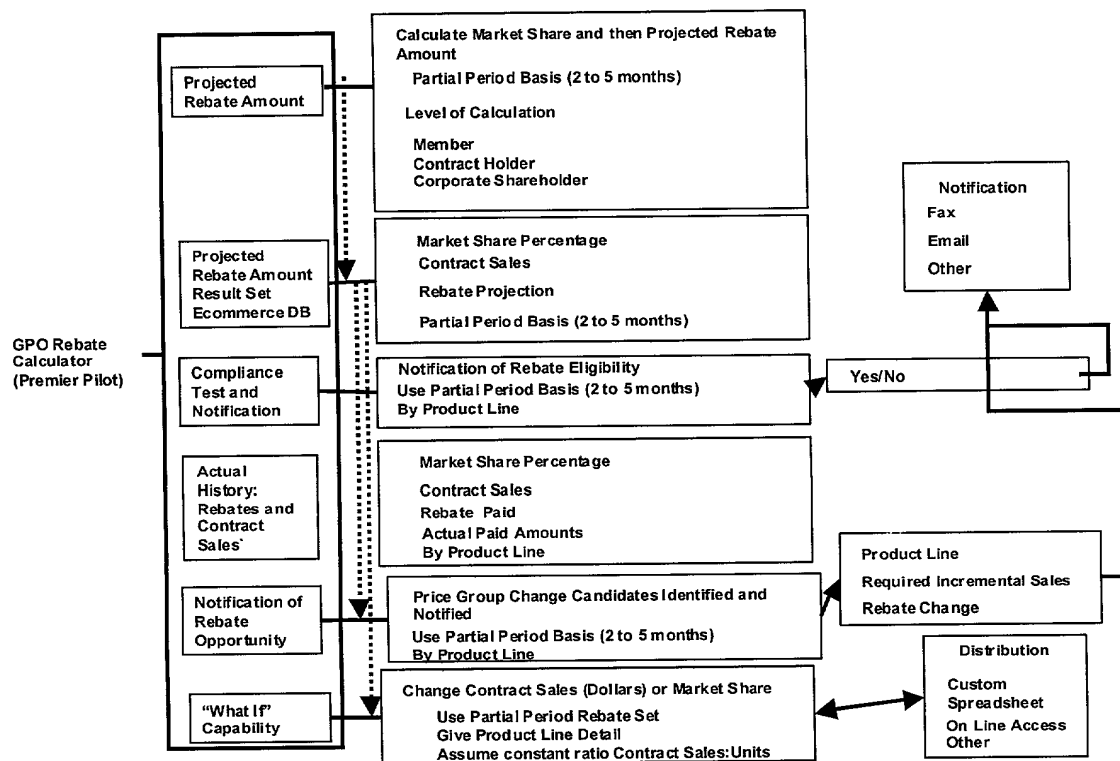


Fig. 3

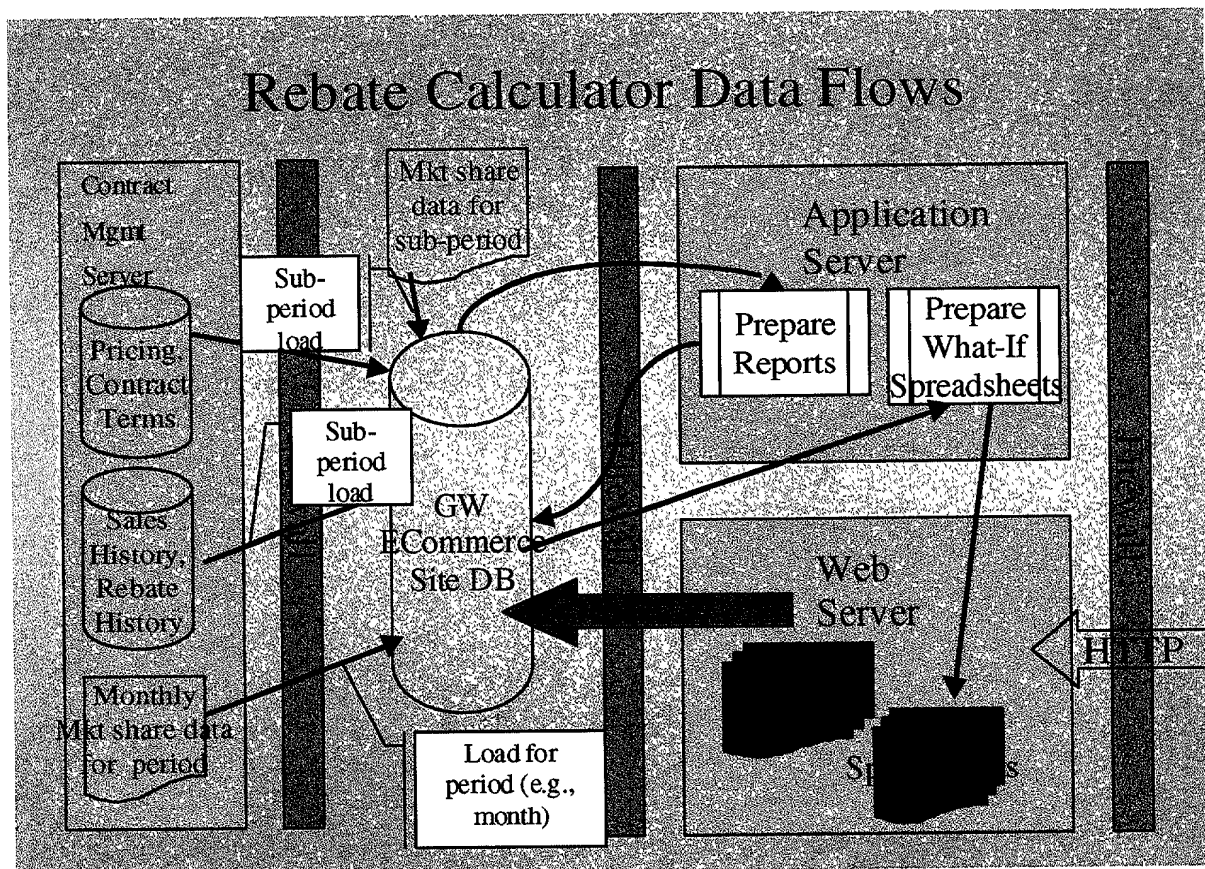


Fig. 4

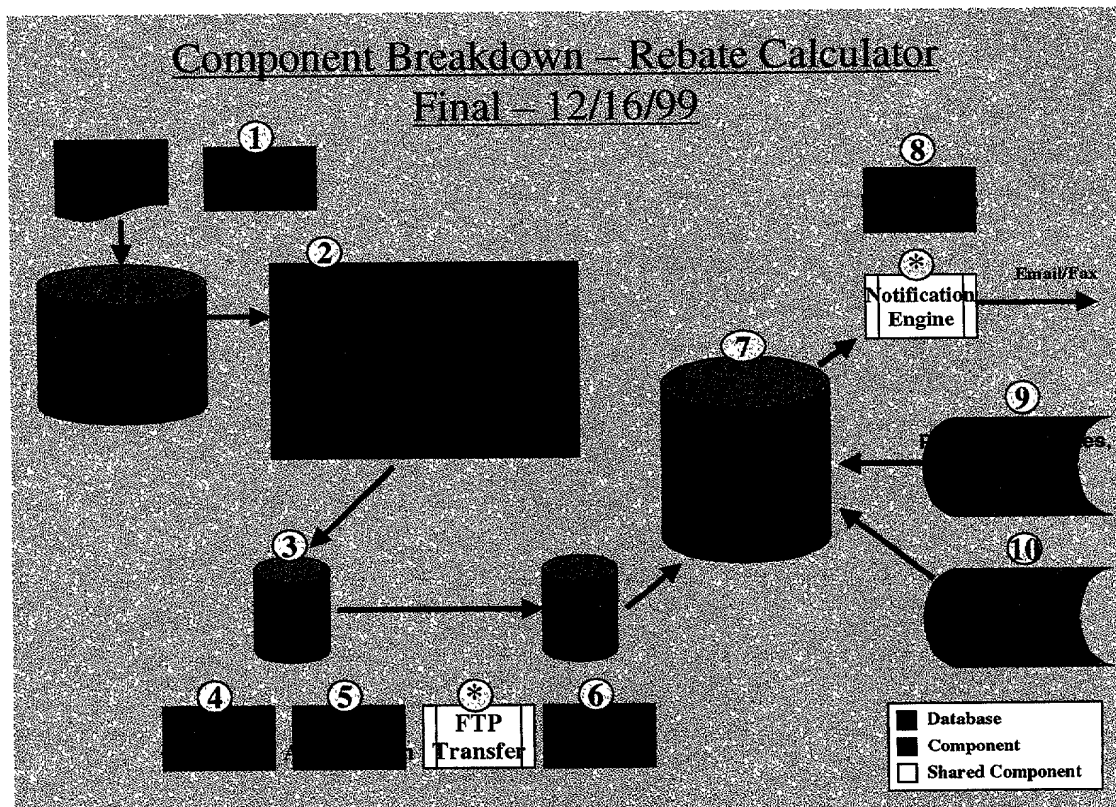


Fig. 5

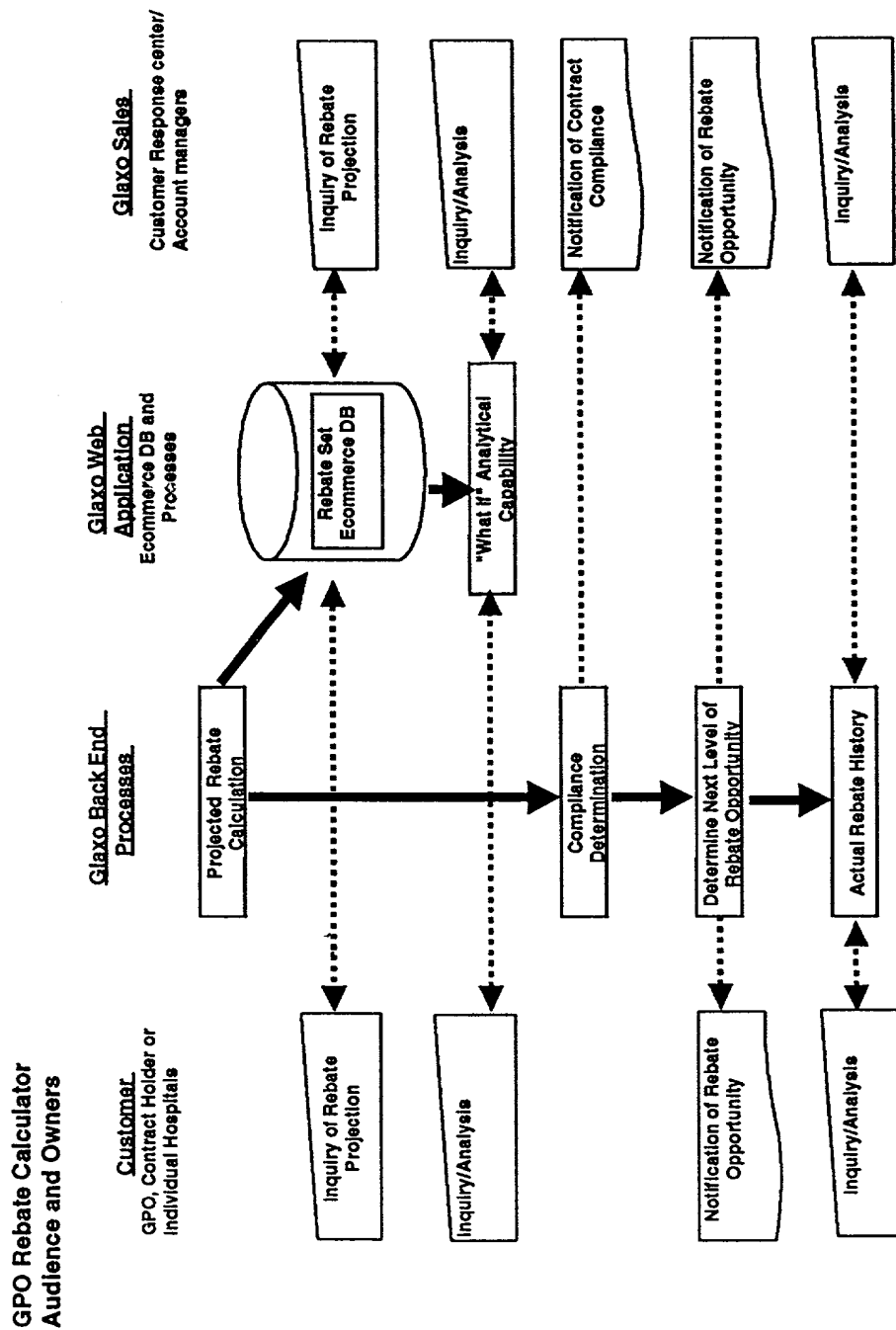


Fig. 6

Fig. 7

Projected Rebates

Rebate Period: Second Half 2000
Date: Sep-00
Rebate Method: Standard/Alternative

Corporate Shareholder: Redacted1
Customer: Redacted2
Location: Redacted3

	Contract Sales				Market Share			
	2H 1999	1H 2000	Rebate	Trended	2H 1999	1H 2000	Rebate	Trended
			Period to	Period to			Period to	Period to
			Date	Date			Date	Date
Zofran	\$215,000	\$265,000	\$150,000	\$315,000	30%	35%	40%	35%
Migraine	440,000	490,000	300,000	540,000	50%	55%	60%	65%
Respiratory	500,000	550,000	300,000	600,000	60%	65%	70%	90%
Zantac	400,000	450,000	200,000	500,000	10%	15%	20%	40%
Fortaz	<u>275,000</u>	<u>325,000</u>	<u>250,000</u>	<u>375,000</u>	98%	99%	100%	100%
	\$1,830,000	\$2,080,000	\$1,200,000	\$2,330,000				
		Actual	Immature	Immature				

	Contract Price Group - Rebate Percent				Projected Rebate			
	2H 1999	1H 2000	Rebate	Trended	2H 1999	1H 2000	Rebate	Trended
			Period to	Period to			Period to	Period to
			Date	Date			Date	Date
Zofran					0	0	0	0
Migraine	4%	4%	5%	6%	17,600	19,600	15,000	32,400
Respiratory	1%	2%	2%	3%	5,000	11,000	6,000	18,000
Zantac					0	0	0	0
Fortaz		1%	1%	1%	<u>0</u>	<u>3,250</u>	<u>2,500</u>	<u>3,750</u>
					\$22,600	\$33,850	\$23,500	\$54,150

Contract Compliance - Rebate Eligibility

Corporate Shareholder: Redacted1
Customer: Redacted2
Location: Redacted3
Rebate Period: Second Half 2000
Date: Sep-00
Rebate Method: Standard/Alternative

	Sales	Market Share	Rebate Eligible?
	Period to Date	Period to Date	Period to Date
Zofran	\$150,000	40%	No
Migraine	300,000	60%	Yes
Respiratory	300,000	70%	Yes
Zantac	200,000	20%	No
Fortaz	<u>250,000</u>	100%	Yes
	\$1,200,000		

Fig. 8

Corporate
Shareholder: Redacted1
Customer: Redacted2
Location: Redacted3
Rebate Period: Second Half 2000
Date: Sep-00
Rebate Method Standard/Alternative

	Market Share	Contract Price Group
Zofran	62%	
Migraine	85%	3%
Respiratory	70%	2%
Zantac	20%	
Fortaz	100%	1%

	Market Share	Contract Price Group
Zofran	65%	3%
Migraine	86%	4%

[illegible]

Rebate History

Rebate Period:

Date:

Rebate Method

Second Half 2000

Sep-00

Standard/Alternative

Corporate

Shareholder: Redacted1

Customer: Redacted2

Location: Redacted3

	Contract Sales		Market Share	
	<u>2H 1999</u>	<u>1H 2000</u>	<u>2H 1999</u>	<u>1H 2000</u>
Zofran	\$215,000	\$265,000	30%	35%
Migraine	440,000	490,000	50%	55%
Respiratory	500,000	550,000	60%	65%
Zantac	400,000	450,000	10%	15%
Fortaz	<u>275,000</u>	<u>325,000</u>	98%	99%
	\$1,830,000	\$2,080,000		
		Actual		

	Contract Price Group - Rebate Percent		Projected Rebate	
	<u>2H 1999</u>	<u>1H 2000</u>	<u>2H 1999</u>	<u>1H 2000</u>
Zofran			0	0
Migraine	4%	4%	17,600	19,600
Respiratory	1%	2%	5,000	11,000
Zantac			0	0
Fortaz		1%	0	3,250
			\$22,600	\$33,850

Fig. 10

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"What If" Analytical Tool

Rebate Period: Second Half 2000 Customer: Redacted2
 Date: Sep-00 Location: Redacted3
 Rebate Method Standard/Alternative

To determine full rebate period sales impact on rebates, change the Trended Period to Date file.

	Contract Sales			
	2H 1999	1H 2000	Rebate	Trended
			Period to Date	Period to Date
Zofran	\$215,000	\$265,000	\$150,000	\$315,000
Migraine	440,000	490,000	300,000	540,000
Respiratory	500,000	550,000	300,000	600,000
Zantac	400,000	450,000	200,000	500,000
Fortaz	275,000	325,000	250,000	375,000
	\$1,830,000	\$2,080,000	\$1,200,000	\$2,330,000
	Actual	Actual	Immature	Immature

	Market Share			
	2H 1999	1H 2000	Rebate	Trended
			Period to Date	Period to Date
	30%	35%	40%	35%
	50%	55%	60%	65%
	60%	65%	70%	90%
	10%	15%	20%	40%
	96%	99%	100%	100%

	Contract Price Group - Rebate Percent			
	2H 1999	1H 2000	Rebate	Trended
			Period to Date	Period to Date
Zofran				
Migraine	4%	4%	5%	6%
Respiratory	1%	2%	2%	4%
Zantac				
Fortaz	0%	1%	1%	1%

	Projected Rebate			
	2H 1999	1H 2000	Rebate	Trended
			Period to Date	Period to Date
	0	0	0	0
	17,600	19,600	15,000	32,400
	5,000	11,000	6,000	24,000
	0	0	0	0
	0	3,250	2,500	3,750
	\$22,600	\$33,850	\$23,500	\$60,150

Fig. 11

GlaxoWellcome

Home	Rebate Calc	Contract Administration	Product Ordering	Search
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REBATE OPPORTUNITIES

Joe Q. User

GPO	Redacted1	
Corporate Shareholder	Redacted2	
Customer	Redacted4	

From	1-Jul-00	Glaxo Wellcome Contact	Customer
To	31-Dec-00		Customer Phone#
Date	30-Sep-00		
Rebate Method	Standard	Location	Redacted3

	Rebate Tier Below			Current Rebate Tier			Rebate Tier Above		
	Projected Period to Date	Projected Period to Date	Rebate Percentage	Projected Period to Date	Projected Period to Date	Rebate Percentage	Projected Period to Date	Projected Period to Date	Rebate Percentage
Zofan	\$170,730	69.9%	4%	\$170,974	70.0%	6%	\$183,186	75%	9%
Migraine	\$5,444	89.9%	4%	\$6,666	93.0%	6%	\$7,188	100%	6%
Respiratory	\$5,547	35.9%	3%	\$5,180	40.0%	4%	\$7,107	46%	6%
Zantac	\$0	0.0%	0%	\$19,948	58.0%	400%	\$22,366	55%	4%
Fortaz	\$84,399	96.9%	0%	\$84,466	97.0%	1%	\$82,099	100%	1%
	\$257,120			\$288,234			\$311,936		

Home	Proj. Rebate	What-if Calc
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Fig. 12

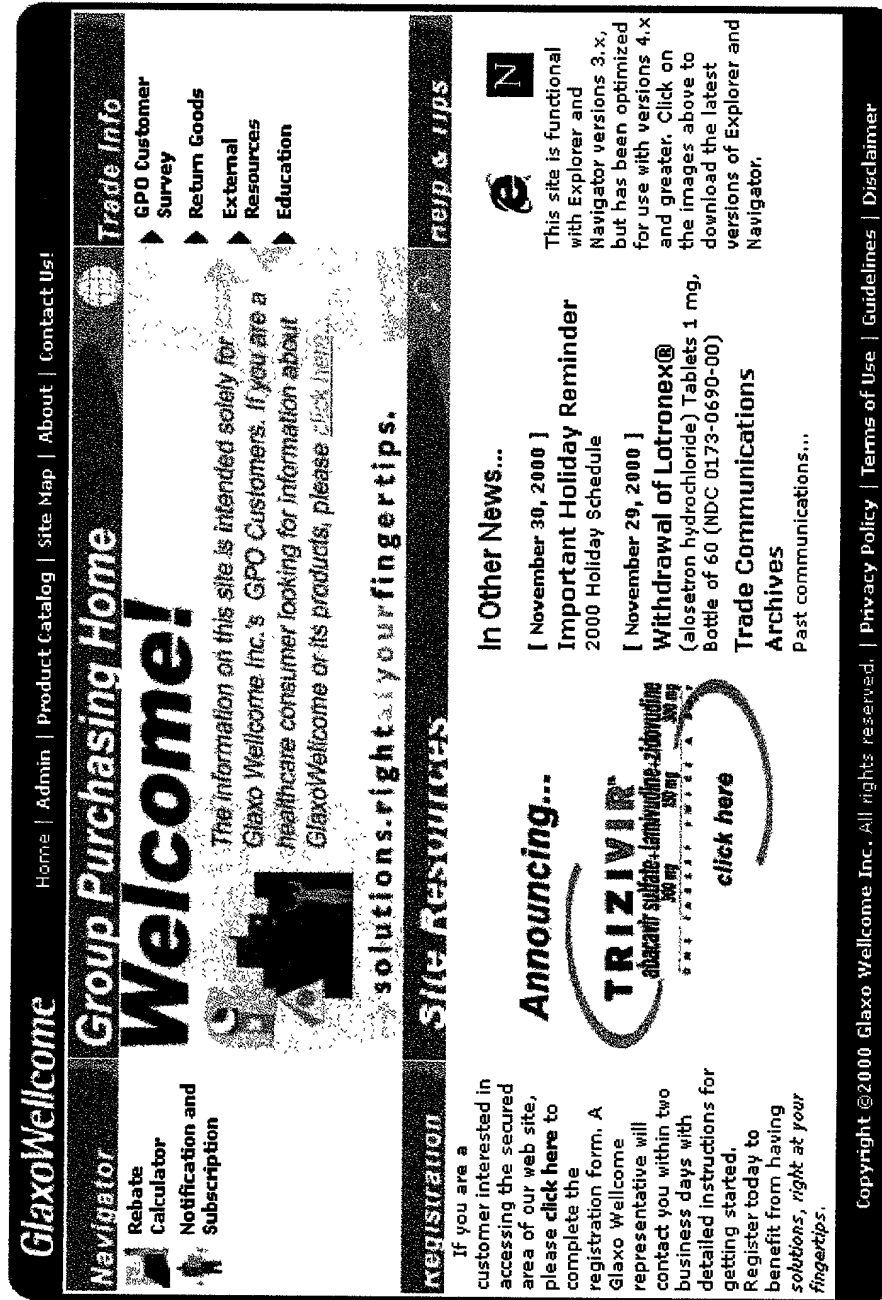


Fig. 13

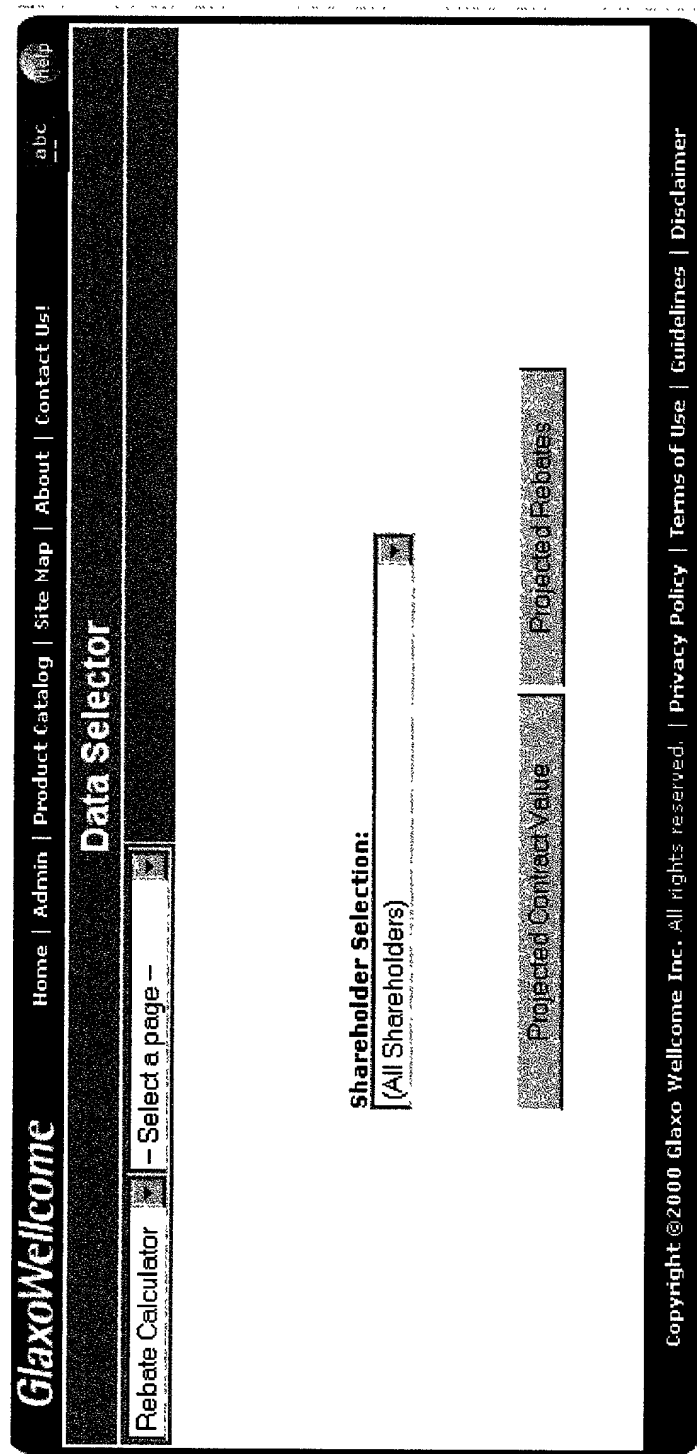


Fig. 14

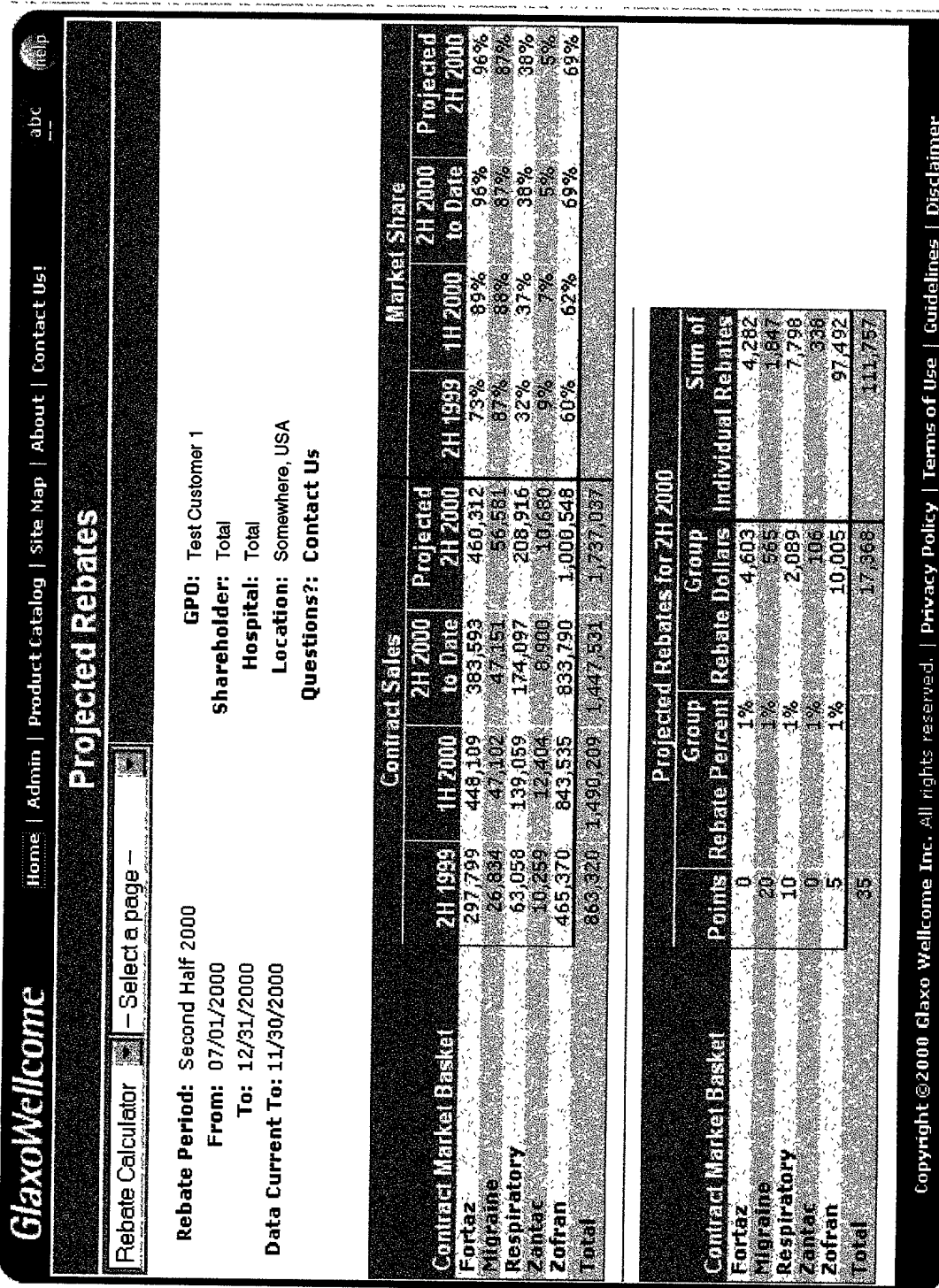


Fig. 17

Rebate Opportunities

Rebate Calculator ☒ - Select a page -

Rebate Period: Second Half 2000

From: 07/01/2000

To: 12/31/2000

Data Current To: 11/30/2000

GPO Test Customer 1

Shareholder Total

Hospital Total

Location Somewhere, USA

Questions?

Group Rebates

Contract Market Basket	Projected Current		Points What If	
	Points	Rebate @ 1%	Points	Rebate @ 1%
Fortaz	0	4,603	0	4,603
Migraine	20	565	20	565
Respiratory	10	2,089	10	2,089
Zantac	0	106	0	106
Zofran	5	10,005	5	10,005

Rebate Levels

Points	Rebate %
91 to 100	6.0%
81 to 90	4.0%
61 to 80	3.0%
41 to 60	2.0%
26 to 40	1.0%

Summary of Projected Rebates

Contract Market Basket	What If	Market Share	Projected Sales	Points
Fortaz	C	97% to 100%	465,107 to 479,492	15
	C	96%	460,312	0
Migraine	C	90% to 100%	58,532 to 65,036	25
	C	87%	56,581	20
	C	80% to 85%	52,029 to 55,280	15
	C	0% to 79%	0 to 51,378	0
Respiratory	C	56% to 100%	307,876 to 549,779	25
	C	46% to 55%	252,898 to 302,378	20
	C	38%	208,916	10
	C	25% to 35%	137,445 to 192,423	5
	C	0% to 24%	0 to 131,947	0
Zantac	C	76% to 100%	162,336 to 213,600	10
	C	71% to 75%	151,656 to 160,200	8
	C	65% to 70%	138,840 to 149,520	5
	C	5%	10,680	0
Zofran	C	86% to 100%	1,247,060 to 1,450,070	25
	C	81% to 85%	1,174,556 to 1,232,559	20
	C	75% to 80%	1,087,552 to 1,160,056	15
	C	70% to 74%	1,015,049 to 1,073,051	10
	C	69%	1,000,548	5
	C	0% to 64%	0 to 928,045	0

Summary of Ind. Proj. Rebates

Contract Market Basket	Current Rebate
Fortaz	4,282
Migraine	1,847
Respiratory	7,798
Zantac	338
Zofran	97,492
	111,757

Fig. 18